



FROM ONE PROFESSIONAL TO ANOTHER

– Ficolo provided Unikie with a high-quality
customized colocation solution

Unikie Oy was looking for a reliable supplier that could deliver a high-quality colocation solution for their customer's research environment in a short timeframe. Ficolo was selected based on the recommendation from another client - a decision Unikie has not regretted. Ficolo delivered a tailor-made solution in a matter of months, and now Unikie's Chief Business Officer Rauno Vänni is able to rest easy.

Tampere-based Unikie was founded in 2015, but by 2021 this deep tech company employs more than 350 people. In 2019, they came third in Deloitte's Technology Fast 50, which lists the fastest growing tech companies of the year.

Aimed at international markets from the outset, the company specializes in technology research and development and particularly demanding application development for the automotive, mechanical engineering, telecommunications, and mobile sectors. **Rauno Vänni**, who has a long career in mobile technology, is **head of Unikie's telecommunications business unit**.

"We work on Deep Tech solutions on two levels. We develop and deliver our own commercial products, but we also provide resources and deep expertise as a service to our customers," says Vänni.

"In negotiating the details and service contracts, Ficolo showed a solution-oriented and flexible approach."

Rauno Vänni, Chief Business Officer, Unikie

FICOLO BECAME THE SUPPLIER FOR A DEMANDING ENVIRONMENT BASED ON A RECOMMENDATION

It was precisely the provision of resources and deep learning expertise that was the topic when Vänni approached Ficolo about delivering a colocation environment, and the associated service.

Unikie had been commissioned by its client to investigate selected technologies and their potential applications in telecommunications solutions. This was not yet a product development project, but a preliminary research project.

To do this, they needed a secure high-quality environment, with special attention to assured power supply and cooling. The environmental friendliness of the solution was another important requirement. They also needed a service provider who could tailor their service contract to fit Unikie's needs.

ONLY A FEW MONTHS BETWEEN FIRST CONTACT AND DELIVERY

The speed of project preparation and delivery was staggering. Unikie first contacted Ficolo in October 2020, and the deal was done less than two months later. Delivery was also quick.

Ficolo ordered the required data center technologies and handled the pre-installation of the applications and firewalls configured by Unikie, and the customer received the solution ready for use. At the acceptance inspection, everything was found to be as agreed and production operation could begin.

The user's experiences have shown that the environment and service were exactly as expected.

Unikie were familiar with Ficolo, but the choice was made easier by a strong recommendation from another customer.

"We were professional buyers in the sense that our own team was able to specify our requirements in terms of hardware and service contract. We were looking for a professional a supplier who would immediately understand our needs and be able to respond flexibly and quickly. The recommendation from our client was so strong that we didn't really even consider other suppliers," says Vänni.

UNIKIE OY

- Deep Tech company founded in 2015.
- Specialised in technology research and development and demanding application development.
- Ranked third in Deloitte's Technology Fast 50 in 2019.
- Employs more than 350 people.

"The high speed of delivery was possible because both parties were professionals. At the deal-making stage, we were able to talk about the deal itself very quickly. When negotiating details and service contracts, Ficolo showed a solution-oriented and flexible approach. On our part, we were of course prepared to pay for all our specific requirements," says Vänni.

"I can say without reservation that with Ficolo as my partner, I sleep very soundly at night."

Rauno Vänni, Chief Business Officer, Unikie Oy

COOPERATION WITH FICOLO ENSURED A PEACE OF MIND

Because Unikie's own team has a high level of expertise, they were able to define exactly what they wanted and expected from their partner. In terms of skills, they could have built their environment themselves, but they were not willing to build, for example, a support organization to maintain the environment.

A high-quality partner was sought to provide a worry-free environment for Unikie's experts

to carry out research for the client. According to Rauno Vänni, the solution delivered is best described as carefree.

"My main goal was to be able to sleep peacefully at night. Our job is to serve our customers as uninterruptedly and efficiently as possible, which places high demands on the environment and its maintenance. I can safely say that with Ficolo as our partner, I sleep very soundly at night," Vänni concludes with a laugh.



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